



Cisco

700-801 Exam

IoT Sales Fundamentals

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Question: 1

What can workers in the manufacturing industry do now as a direct result of Cisco I/Ox?

- A. Increase their firm's global relevance.
- B. Expand their company's marketing initiatives.
- C. Receive earlier notification of an approaching peak or Reduce worker time spent in hold of operation.
- D. Reduce worker time spent in manufacturing plants.

Answer: C

Question: 2

Over the next decade, how much revenue is the Cisco Internet of Things expected to offer by connecting devices worldwide?

- A. \$7.4 Trillion
- B. \$435 Million
- C. \$4.6 Million
- D. \$19.6 Billion

Answer: A

Question: 3

Three of the Cisco Connected Utilities solutions are: Connected Mobile Field, Connected AMI, and Connected Distribution Automation. Which option is the fourth solution?

- A. Connected Roadways
- B. Connected Vehicle
- C. Connected Substation
- D. Connected Alternative Energy

Answer: C

Question: 4

According to Cisco surveys, which option do IT Directors care most about?

- A. Increasing plant and facility safety, creating a more welcoming office atmosphere, and optimizing delivery channels.
- B. Reducing labor costs, improving the firm's internship program, and upgrading security.
- C. Optimizing delivery channels, improving the client experience, and upgrading security.
- D. Improving operational efficiency improving the company's data filing system and increasing

workplace diversity.

Answer: C

Question: 5

Which two solutions are part of the Cisco internet of Things safety and security portfolio? (Choose two)

- A. financial security
- B. personal security
- C. cyber security
- D. physical security

Answer: C, D

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